

Message Text

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ACTION EB-08

INFO OCT-01 AF-08 EUR-12 EA-07 ISO-00 COME-00 AGRE-00
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FM AMEMBASSY LONDON
TO SECSTATE WASHDC PRIORITY 1447
INFO AMEMBASSY ABIDJAN
AMEMBASSY OTTAWA
AMEMBASSY TOKYO

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FOR: EB/ORF/ICD/TRP - MR. O'DO.NELL
E.O. 11652: N/A
TAGS: EPAP
SUBJECT: COCOA -- REPRESENTATION BY IVORY COAST LONDON
REP ON U.S. MEMBERSHIP OF ICCO

REFERENCE: ABIDJAN 2522

1. IVORY COAST LONDON REP, JEAN-MARIE KACOU GERVAIS, CALLED AT EMBASSY MARCH 9, HE SAID UNDER INSTRUCTIONS OF MINISTER SAWADOGO, TO DELIVER A COPY OF THE MINISTER'S ADDRESS DELIVERED FEBRUARY 23 TO THE 28TH GENERAL ASSEMBLY OF THE COCOA PRODUCER'S ALLIANCE. GERVAIS SAID THE MINISTER WOULD APPRECIATE U.S. REACTION TO THE SPEECH.
2. GERVAIS SAID SAWADOGO ALSO HOPES TO VISIT THE UNITED STATES, CANADA AND JAPAN AND PERHAPS OTHER CONSUMER COUNTRIES SOMETIME BEFORE JULY TO DISCUSS COCOA AGREEMENT MATTERS "AT THE POLITICAL LEVEL".

3. SUBSTANTIVE PORTIONS OF SAWADOGO'S SPEECH FOLLOW:
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"AT PRESENT THAT INSTRUMENT IS INOPERATIVE AND WILL REMAIN SO UNTIL THE RANGE IS REVISED UPWARDS AND ADAPTED TO THE ACTUAL CONDITIONS OF THE COCOA MARKET. THE NEXT COUNCIL MEETING, TO TAKE PLACE ON 7 MARCH 1977 IN LONDON, IS TO DEAL WITH THIS MATTER AND THE PRINCIPLES INVOLVED IN IT AND DISCUSS THE PROVISIONS ON MARKET PRICES WITHOUT ANY MEMBER SEEKING TO IMPOSE PRIOR CON-

DITIONS.

THE ATTENTION OF PRODUCERS SHOULD IN PARTICULAR CONCENTRATE ON CONSUMPTION TRENDS IN IMPORTING COUNTRIES WHERE THE TEMPTATION TO USE COCOA SUBSTITUTES - VEGETABLE BUTTERS AND FATS OR EVEN SYNTHETIC IMITATIONS OF COCOA AROMA - IS FREQUENTLY NOT RESISTED, WHILE AT THE SAME TIME THESE SUBSTITUTES ARE CALLED CHOCOLATE.

THE COUNCIL SHOULD ENDEAVOUR TO BRING TO THE NEGOTIATION TABLE ALL COUNTRIES INVOLVED IN THE COCOA INDUSTRY, INCLUDING THE UNITED STATES WHICH IS NOT AT PRESENT A MEMBER OF THE AGREEMENT. SUCH AN ATTEMPT WILL BE FACILITATED IF PRODUCERS CREATE AN ATMOSPHERE OF DIALOGUE FAVOURABLE TO THE EXPRESSION IN CONSUMING COUNTRIES OF A POLITICAL STAND IN FAVOUR OF NEGOTIATION.

WE SHOULD NOT RULE OUT FROM FUTURE NEGOTIATIONS ANY SUBJECT OR PROPOSAL WITHOUT GIVING IT SERIOUS CONSIDERATION. CONSUMING COUNTRIES SHOULD BE INFORMED BY EACH OF US OF THE EFFORTS WE ARE MAKING TO IMPROVE THE SUPPLY OF COCOA, HAMPERED IN RECENT YEARS BY ADVERSE WEATHER, AND WHICH JUSTIFY OUR STRUGGLE TO OBTAIN A MINIMUM GUARANTEED PRICE RELATED TO THE COST OF PRODUCTION WHICH IS CONSTANTLY INCREASED BY THE RISING PRICES OF THE FERTILIZERS AND INSECTICIDES THAT WE IMPORT FROM DEVELOPED COUNTRIES." EMBOFF PROMISED RELAY SPEECH TO DEPARTMENT AND REPORT REACTIONS.

4. CONCERNING SAWADOGO'S PROPOSED VISIT, EMBOFF SAID HE FELT SURE THAT THE VISIT WOULD BE A WELCOMED ONE PARTICULARLY SINCE SAWADOGO HAS MANY FRIENDS AND IS WELL LIMITED OFFICIAL USE

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RESPECTED IN WASHINGTON. CONCERNING THE OVERTURE TO THE UNITED STATES TO PARTICIPATE IN A COCOA AGREEMENT, EMBOFF SAID THAT IN HIS PERSONAL OPINION THE U.S. WOULD HAVE DIFFICULTIES JOINING THE PRESENT INTERNATIONAL COCOA AGREEMENT BUT MIGHT BE RECEPTIVE TO PARTICIPATING IN A RENEGOTIATION. GERVAIS REPLIED THAT THERE IS GENERAL DISSATISFACTION WITH THE PRESENT AGREEMENT BUT, IN ANY CASE, THE IVORY COAST SINCERELY HOPED THE UNITED STATES WAS PREPARED TO SHOW AN INCREASED INTEREST IN COCOA, INCLUDING PERHAPS PARTICIPATING IN PRESENT MEETINGS IN AN OBSERVER CAPACITY. (WE NOW PARTICIPATE ONLY IN THE STATISTICAL COMMITTEE).

5. GERVAIS NOTED THAT THE PRODUCER'S ALLIANCE HAD ADOPTED SAWADOGO'S OVERTURE TO THE UNITED STATES AS ITS OWN BUT HE MADE CLEAR THAT HIS CALL AT THE EMBASSY WAS AS SAWADOGO'S REPRESENTATIVE AND NOT AS REPRESENTATIVE OF THE ALLIANCE. GERVAIS DOES NOT EXPECT PRESENT ICCO MEETING TO RULE ON PRICE RANGE.

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